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Massachusetts. State
Board of Labor and...
Foreign trade service

Boston

[1914?]

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THE COMMONWEALTH OF MASSACHUSETTS
STATE BOARD OF LABOR AND INDUSTRIES

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Box 40

FOREIGN TRADE SERVICE

DEFINITE PRACTICAL ASSISTANCE IN SECURING
AND HANDLING FOREIGN TRADE

Issued by
THE STATE BOARD OF LABOR AND INDUSTRIES
1 Beacon Street, Boston

APPROVED BY
THE STATE BOARD OF PUBLICATION.

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THE STATE BOARD OF LABOR AND INDUSTRIES
ANNOUNCES A CO-OPERATIVE ARRANGEMENT WITH
THE PHILADELPHIA COMMERCIAL MUSEUM BY
WHICH IT IS ABLE TO OFFER A WIDER RANGE OF
PRACTICAL SERVICE IN THE SECURING AND THE
HANDLING OF FOREIGN TRADE.

THE COMMERCIAL MUSEUM.

The Philadelphia Commercial Museum has a plant and equipment valued at several millions of dollars. It has the largest and most thoroughly equipped library on foreign trade subjects in this country, and probably in the world. Immense buildings are filled with its exhibits and loan material covering the industries and commerce of the globe. An equipment and service for assistance in securing and handling foreign trade has been developed by the organization at a cost of several hundred thousand dollars. While bearing the name of its location, the work of the museum and the foreign trade service are of national scope and influence, and are supported by extensive State and city appropriations and by subscriptions from many important business concerns.

FOREIGN TRADE BUREAU.

The basis for the foreign trade service of the organization is found in the immense files of industrial and trade information collected for all industries and all quarters of the globe, and filed in such a way as to be most immediately available for answering inquiries of almost any sort arising in the securing and handling of foreign trade. As suggestive of the scope and detail of this information it may be suggested that there are on file the complete import tariffs of every country in the world, supplemented by all the amendments and decisions relating to them; files of carefully selected and investigated lists of dealers and agents

in all important lines of goods in all the principal cities of the world; hundreds of thousands of special reports on business enterprises in all parts of the globe; and immense files of information such as would be most valuable to the commercial traveler making his first visit to new foreign territory.

The bureau has a large corps of clerks trained in handling this information for the answering of specific questions and the giving of specific service over the entire foreign trade field. Back of this corps stands a great group of special correspondents located in every port and principal city in the world, and available for all sorts of special inquiries and investigations. The bureau is thus equipped to furnish a great field of information and service immediately, and upon special inquiry to secure special up-to-the-minute information relating to the sale of any goods, to any concern, anywhere.

SERVICE AVAILABLE TO MASSACHUSETTS INDUSTRIES.

The State Board of Labor and Industries has made a co-operative arrangement with the Philadelphia Commercial Museum by which it is able to open to the manufacturers and merchants of Massachusetts the entire service of the foreign trade bureau of the museum. No charge will be made for answering questions or giving information or service which requires only incidental work. Where special investigation or reports are involved a charge will be made covering simply the actual costs of clerical work and material in the securing of the information or performing the service. So far as it is possible to average and state them in advance, such charges are covered in the following schedule.

THE SERVICE ARRANGEMENT HERE OUTLINED, AND THE FOLLOWING SCHEDULE OF RATES, ARE AVAILABLE ONLY TO MANUFACTURERS AND DEALERS OF MASSACHUSETTS WHO MAKE APPLICATION IN EACH CASE TO THE MASSACHUSETTS STATE BOARD OF LABOR AND INDUSTRIES.

SCHEDULE OF RATES.

Reports on Foreign Concerns.

Covering business standing, reputation and responsibility.

Any concern, any city of the world, ... \$1 00

Letter Translations.

English into foreign languages, ... 25 cents per 100 words
Foreign language into English, ... 15 cents per 100 words

The above rate applies to French, German, Spanish, Portuguese, Italian, Scandinavian; other languages at slightly higher rates.

Catalog and Circular Translation.

Rate similar to above, covering only actual translation costs.

Shipping Routes and Rates.

Specific item or line of goods to particular port, free.
Schedules requiring considerable work, at cost.

Tariff Regulations and Import Duties.

Reports on specific line to single country, free.
Extensive reports covering many lines or countries, at cost.

Lists of Dealers.

Particular lines in particular cities or sections . . . 3 cents per name
Lists of thoroughly investigated and carefully selected concerns, ... 5 cents per name

Lists of Agents.

Lists of commission merchants, manufacturers' agents and large consumers, same rates as above, or \$1 up per city where complete lists of all desirable agencies are desired.

Files.

Filing catalogs and other literature for use in connection with direct inquiries from abroad, free.

Confidential Bulletin.

Subscription to confidential bulletin giving information of foreign trade openings, ...	\$5 00
Bulletin subscription and advertising card in monthly Export Magazine, ...	\$15 00

Collections.

Assistance in collecting bad accounts, terms to be agreed upon.

General Information.

General information service covering entire field of foreign trade work, such as mediums for foreign advertising, banking facilities, customary credit terms and conditions, routes and costs for travelers' trips, trade-mark and patent regulations, etc., at cost; estimates to be submitted before undertaking the work in all cases where costs will exceed a very small amount.

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